Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Text

CONFIDENTIAL

PAGE 01 SEOUL 00079 080009Z

73
ACTION EA-14

INFO OCT-01 ISO-00 EB-11 COME-00 AID-20 XMB-07 OPIC-12

TRSE-00 L-03 CIAE-00 INR-10 NSAE-00 RSC-01 DRC-01

/080 W
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P 071000Z JAN 74
FM AMEMBASSY SEOUL
TO SECSTATE WASHDC PRIORITY 1881

C O N F I D E N T I A L SEOUL 0079

E.O. 11652: GDS
TAGS: BPRO KS
SUBJECT: FLUOR CORPORATION BID ON SEVENTH FERTILIZER COMPLEX

REF: STATE 001272

1. FLUOR COMPANY REPRESENTATIVES JONES, EWERT AND ROGERS VISITED THE EMBASSY ON FRIDAY, JAN 4, TO SOLICIT OUR SUPPORT AND ASSISTANCE FOR THEIR SELECTION BY THE ROKG FOR THE CONSTRUCTION OF THE UTH FERTILIZER COMPLEX ALONG LINES PARA 3 REFTEL. DURING COURSE OF CONVERSATION WE INFORMED FLUOR REPS THAT WE UNDERSTOOD THAT ROKG PREFERRED US EQUIPMENT AND SERVICES BUT THAT INITIALLY THEIR SELECTION HAD BEEN COMPLICATED BECAUSE THE COST OF ENGINEERING AND CONSTRUCTION SERVICES IN THE FLUOR BID PACKAGE WAS APPRECIABLY HIGHER THAN THEIR JAPANESE COMPE-TITION. WE AGREE TO SEEK AN EARLY APPOINTMENT WITH THE DPM TO DISCUSS MATTER AND REITERATE STRONG US GOVERNMENT INTEREST IN OBTAINING AWARD FOR US SUPPLIER.

2. ON MONDAY MORNING, WE DISCUSSED OUR INTEREST IN THIS MATTER WITH THE DEPUTY PRIME MINISTER AND LATER WITH THE ECONOMIC PLANNING BOARD VICE MINISTER. THE DPM WAS NOT CURRENT ON THE STATUS OF THE PROJECT,
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 SEOUL 00079 080009Z

BUT SAID HE WOULD LOOK INTO THE MATTER AND ADVISE US.

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

THE VICE MINISTER IN RESPONSE TO A DIRECT QUESTION ON THE STATUS OF THE PROJECT REPLIED THAT THE QUESTION WAS "PREMATURE"BECAUSE THE ROKG WAS IN PROCESS OF REVIEWING THE ENTIRE FY 1974 BUDGET AND THAT THE TIMING OF THE CONSTRUCTITON OF THE 7TH FERTILIZER COMPLEX WAS INVOLVED IN THAT REVIEW. HOWEVER, HE BELIEVED ROKG WOULD DECIDE TO PROCEED WITH THE PROJECT. WE NOTED THAT THE EXIM PRECOMMITMENT HAD BEEN EXTENDED AND EXPRESSED OUR STRONG INTEREST IN SUPPLYING US EQUIPMENT AND SERVICES FOR THIS PROJECT.

3. WE WILL CONTINUE OUR EFFORTS WITHIN EPB? KGCC, AND AT APPROPRIATE LEVELS OF THE BLUE HOUSE TO DETERMINE THE STATUS OF THE SELECTION PROCESS AND TO ASSURE THAT THE FLUOR PROPOSAL RECEIVES FULLEST POSSIBLE CONSIDERATION.
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